

Message Text

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17

ACTION EUR-12

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COMMERCE PASS BEWT/ADOWNEY/OEWTD/SABRAHAMSON/OEA/RMEYER

E.O. 11652: N/A

TAGS: BEXP, PL

SUBJECT: UNITRONEX CORP-POZNAN FAIR AND TRADE COMPLAINTS

1. UNITRONEX CORP., 3158 DES PLAINES AVE., DES PLAINES, ILLINOIS, RECENTLY APPLIED FOR PARTICIPATION IN THE U.S. PAVILION AT THE 1976 POZNAN FAIR. UNITRONEX WHICH IS 80 PER CENT POLISH OWNED AND 20 PER CENT U.S. OWNED CLAIMS, IN ITS LETTER TO THE TDC, BE BE SELLING INSTRUMENTS AND ELECTRONIC EQUIPMENT TO UNITRA AND METRONEX, BOTH POLISH FTO'S.

2. REPRESENTATIVES OF SEVERAL U.S. FIRMS HAVE LODGED COMPLAINS AGAINST UNITRONEX STATING THAT CERTAIN MANIPULATIONS BY UNITRONEX ARE ADVERSELY AFFECTING THEIR PROFITS ON SALES OF AMERICAN-MADE ELECTRONIC INSTRUMENTS AND EQUIPMENT TO POLAND.

3. UNITRONEX WAS ESTABLISHED IN THE U.S. AS A SUBSIDIARY OF UNITRA AND METRONEX TO FACILITATE IMPORTATION INTO POLAND FROM THE U.S. OF ELECTRONIC EQUIPMENT AND INSTRUMENTS. RECENTLY, HOWEVER, IT HAS BEEN DISCLOSED BY MR. JERZY MILOBEDZKI OF UNITRA THAT THE FIRM WILL DEAL ONLY WITH ELECTRONIC COMPONENTS WHILE INSTRUMENTS AND EQUIPMENT WILL BE PROCURED DIRECTLY BY UNITRA AND
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METRONEX.

4. IT WOULD APPEAR THAT ACCEPTANCE OF UNITRONEX
INTO THE U.S. PAVILION WILL GIVE THE FIRM AN OFFICIAL
U.S. GOVERNMENT RECOGNITION, THUS POSSIBLY UPSETTING
JCNUMBER OF PARTICIPATING U.S. FIRMS.

5. ACTION REQUESTED: PLEASE ADVISE PRESENT STATUS
OF UNITRONEX IN THE U.S. AND DETERMINE ITS ACCEPTA-
BILITY IN OUR 1976 PAVILION.
DAVIES

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NNN

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